

Vaisala equips Turkish Airports with meteorological systems by delivering **MIDAS IV Systems with Integrated Management**

In September 2001, Vaisala signed a contract with the General Directorate of the Turkish State Meteorological Services to supply automatic airport weather observation systems to ten major Turkish airports. This contract has strengthened Vaisala's long-standing relationship with Turkey's General Directorate of State Meteorological Services, which is responsible for meteorological measurement at airports.

Vaisala will deliver MIDAS IV Automated Weather Observing Systems (AWOS) to ten airports, including the Ataturk International Airport in Istanbul and Ankara Esenboga Airport. The deliveries will be carried out in 2001 and 2002. In addition to the AWOS Systems, the contract covers delivery of associated software for remote monitoring, control and maintenance of the entire network from a central site.

Centralized system management

The contract is of significance to the aviation weather system market not only because of its scope but also because, as a result of the contract, all of the country's major airports will be equipped, at the same time, to form an integrated entity enabling centralized administration. The remote maintenance of Turkey's airport network will be carried out at a central site in Ankara.

One of the key strengths of the Vaisala MIDAS IV AWOS is its flexibility; it can be configured to suit the requirements of a very wide range of aviation facilities. The latest deal covers Turkish airports that fall into a

number of CAT categories. The AWOS System (MIDAS IV) will collect, validate, process, store and visually present data generated by a variety of meteorological sensors. The standard system comprises a central computer with the necessary communication devices, the operator's equipment and meteorological sensors.

Long-standing relationship with Vaisala

To date, Vaisala has delivered systems of various kinds to some 40 airports in Turkey. Of these systems, 11 are Automated Weather Observing Systems, AWOSs. Both MIDAS IVs and MIDAS 600 Systems have been delivered to eleven Turkish airports. Twenty-six of the 40 systems are wind measurement systems that have been delivered to 26 airports. Upon completion of the new contract, Vaisala will have delivered a total of 21 AWOSs to Turkey.

Strong local support from Marti Consultancy - Representation & Trading Ltd

Vaisala's local representative, Marti Consultancy - Representa-

tion & Trading Ltd, played an important role in negotiating this contract. Marti provided translations of the documents into Turkish and supervised official documentation for the tender. Both of these tasks fall within its remit as regards local bidding procedures. Besides acting as a commercial representative for Vaisala products, Marti Consultancy - Representation & Trading Ltd takes care of system installations, service operations and coordinates the civil work required for system installations (such as cabling and building foundations for equipment). Additionally, it keeps up contacts with the Turkish Meteorological Office and follows up on the competition.

"The work of Marti Consultancy - Representation & Trading Ltd has been instrumental for Vaisala," stresses Mr Harry Alm of Vaisala, who works as the area manager for Turkey. "Marti Consultancy - Representation & Trading Ltd has greatly contributed to Vaisala's success in Turkey, where Vaisala is currently the market leader in the aviation weather business." ■



Mr Cavit Coban is the managing director of Marti Consultancy-Representation & Trading Ltd.